

THINK AND GROW RICH by Napoleon Hill

Your written statement of your purpose should be similar to the following:

"By the first day of January, 19.., I will have in my possession \$50,000, which will come to me in various amounts from time to time during the interim. In return for this money I will give the most efficient service of which I am capable, rendering the fullest possible quantity, and the best possible quality of service in the capacity of salesman of (describe the service or merchandise you intend to sell). I believe that I will have this money in my possession. My faith is so strong that I can now see this money before my eyes. I can touch it with my hands. It is now awaiting transfer to me."

The hidden Guide lets no one enjoy great achievement without passing the PERSISTENCE TEST. Those who can't take it, simply do not make the grade. Those who can "take it" are bountifully rewarded for their PERSISTENCE. They receive, as their compensation, whatever goal they are pursuing.

That is not all! They receive something infinitely more important than material compensation--the knowledge that "EVERY FAILURE BRINGS WITH IT THE SEED OF AN EQUIVALENT ADVANTAGE."

There are exceptions to this rule; a few people know from experience the soundness of persistence. They are the ones who have not accepted defeat as being anything more than temporary.

TO DEVELOP PERSISTENCE

There are four simple steps which lead to the habit of PERSISTENCE. They call for no great amount of intelligence, no particular amount of education, and but little time or effort.

The necessary steps are:

1. A DEFINITE PURPOSE BACKED BY BURNING DESIRE FOR ITS FULFILLMENT.
2. A DEFINITE PLAN, EXPRESSED IN CONTINUOUS ACTION.
3. A MIND CLOSED TIGHTLY AGAINST ALL NEGATIVE AND DISCOURAGING INFLUENCES, including negative suggestions of relatives, friends and acquaintances.
4. A FRIENDLY ALLIANCE WITH ONE OR MORE PERSONS WHO WILL

ENCOURAGE ONE TO FOLLOW THROUGH WITH BOTH PLAN AND PURPOSE.

These four steps are essential for success in all walks of life.

When one makes an impartial study of the prophets, philosophers, "miracle" men, and religious leaders of the past, one is drawn to the inevitable conclusion that PERSISTENCE, concentration of effort, and DEFINITENESS OF PURPOSE, were the major sources of their achievements.

When riches take the place of poverty, the change is usually brought about through well-conceived and carefully executed PLANS.

ANYBODY can WISH for riches, and most people do, but only a few know that a definite plan, plus a BURNING DESIRE for wealth, are the only dependable means of accumulating wealth.

One of America's most successful and best known financiers followed the habit of closing his eyes for two or three minutes before making a decision. When asked why he did this, he replied, "With my eyes closed, I am able to draw upon a source of superior intelligence."

MAKE YOUR DESIRES CLEAR, AND TO REDUCE THEM TO WRITING. You will also understand the necessity of PERSISTENCE in carrying out instructions.

It begins with study, analysis, and understanding of three enemies which you shall have to clear out. These are INDECISION, DOUBT, and FEAR!

SIX BASIC FEARS There are six basic fears, with some combination of which every human suffers at one time or another. Most people are fortunate if they do not suffer from the entire six.

Named in the order of their most common appearance, they are:-- The fear of POVERTY at the bottom of most of one's worries The fear of CRITICISM The fear of ILL HEALTH The fear of LOSS OF LOVE OF SOMEONE The fear of OLD AGE The fear of DEATH

Fears are nothing more than states of mind. One's state of mind is subject to control and direction.

Man can create nothing which he does not first conceive in the form of an impulse of thought. Following

This fact may be explained by the statement that every human being has the

ability to completely control his own mind, and with this control, obviously, every person may open his mind to the tramp thought impulses which are being released by other brains, or close the doors tightly and admit only thought impulses of his own choice.

Master the fear of loss of love by reaching a decision to get along without love, if that is necessary. Kill the habit of worry, in all its forms, by reaching a general, blanket decision that nothing which life has to offer is worth the price of worry.

You may control your own mind, you have the power to feed it whatever thought impulses you choose. With this privilege goes also the responsibility of using it constructively.

You are the master of your own earthly destiny just as surely as you have the power to control your own thoughts.

You may influence, direct, and eventually control your own environment, making your life what you want it to be--or, you may neglect to exercise the privilege which is yours, to make your life to order, thus casting yourself upon the broad sea of "Circumstance" where you will be tossed hither and yon, like a chip on the waves of the ocean.

You have ABSOLUTE CONTROL over but one thing, and that is your thoughts.

That is one of the tricks of opportunity. It has a sly habit of slipping in by the back door, and often it comes disguised in the form of misfortune, or temporary defeat. Perhaps this is why so many fail to recognize opportunity.

Know what you want and have the determination to stand by that desire until you realize it.

One of the most common causes of failure is the habit of quitting when one is overtaken by temporary defeat. Every person is guilty of this mistake at one time or another.

When riches begin to come they come so quickly, in such great abundance, that one wonders where they have been hiding during all those lean years.

Success comes to those who become SUCCESS CONSCIOUS. Failure comes to those who indifferently allow themselves to become FAILURE CONSCIOUS.

Every person who wins in any undertaking must be willing to burn his ships and cut all sources of retreat. Only by so doing can one be sure of maintaining that state of mind known as a BURNING DESIRE TO WIN, essential to success.

"SUCCESS REQUIRES NO APOLOGIES, FAILURE PERMITS NO ALIBIS."

If the thing you wish to do is right, and you believe in it, go ahead and do it! Put your dream across, and never mind what "they" say if you meet with temporary defeat, for "they," perhaps, do not know that EVERY FAILURE BRINGS WITH IT THE SEED OF AN EQUIVALENT SUCCESS.

Repetition of affirmation of orders to your subconscious mind is the only known method of voluntary development of the emotion of faith.

FAITH is the "eternal elixir" which gives life, power, and action to the impulse of thought!

Thoughts which are mixed with any of the feelings of emotions, constitute a "magnetic" force which attracts, from the vibrations of the ether, other similar, or related thoughts.